



**DEDUCTIBLES MASTERCLASS:
PRESENT OPTIONS TO YOUR CLIENTS LIKE A PRO**

A&E Program Leader, Kevin Collins
Business Development Leader, Jake Terrell

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2020 POLICY COVERAGES & FORM ENHANCEMENTS

Major enhancements, exclusion updates, conditions and endorsements

- Expansion of the term insured
- Enhanced rectification applicability
- **Aggregated defense outside the limits**
- Update to faulty workmanship exclusion
- Carve-back to transportation exclusion
- Most favorable jurisdiction
- Subrogation waiver expanded



AGGREGATED DEFENSE OUTSIDE THE LIMITS

Helping Small Firms Focus More Effectively on Total Value and Cost

TERM	DEFINITION	BENEFITS	AFFECTED CLASS
Aggregated defense outside the limits	Provides a separate claims expenses limit for firms up to \$1,000,000 in billings.	<ul style="list-style-type: none">• New endorsement based coverage• For firms with billings up to \$1,000,000 with good loss experience• Operates as separate limit to help address claims where defense costs may be elevated• Helps smaller firms balance the possible erosion of limits due to frivolous claims	<ul style="list-style-type: none">• Small firms with annual billings up to \$1,000,000 and carrying up to \$1,000,000 in per claim/aggregate limits

AGGREGATED DEFENSE OUTSIDE THE LIMITS

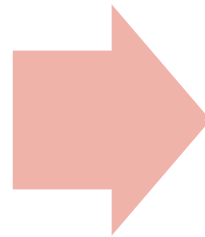
Building Your Elevator Speech

- An endorsement added in 2020 as part of our enhanced form
- **Provides additional bandwidth for small firms to manage their risk to high claims costs and erosion of limits due to frivolous claims**
- Endorsement available for firms with annual billings under \$1,000,000 with good loss experience
- **Options to purchase limits equal to either 25% or 50% of the practice limit is available**
- Endorsement applies when the insured's limit is between \$250,000 and \$1,000,000
- **Endorsement operates as a separate aggregate limit to help address claims where defense costs may be elevated or the sole source of liability in a claim.**

PRACTICE POLICY & SEPARATE LIMIT FOR CLAIMS EXPENSES

Connecting Base Policy Terms with Additional Protection

Practice policy



Endorsement:
Separate limit for
claims expenses

KEY TOPICS TO HELP DRIVE YOUR CLIENTS DECISION

Taking Your Clients Temperature

- The cost of premium against the certainty of limit protection
- Level of concern on frivolous lawsuits
- How much retention risk are you willing to assume
- What is your contingency plan if you have multiple losses in the same policy year
- Where do you see your business in the next 3-5 years



QUESTIONS?



TODAY'S PRESENTERS

Thanks for joining!



Kevin Collins

A&E Program Leader

kevin.collins@victorinsurance.com



Jake Terrell

Business Development Leader

jake.terrell@victorinsurance.com

General email: design.us@victorinsurance.com



THANK YOU